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# GLOBTIER INFOTECH LIMITED

(Formerly known as Globtier Infotech Private Limited)

Our Company was originally incorporated as "Globtier Infotech Private Limited" under the provisions of the Companies Act, 1956, pursuant to Certificate of Incorporation dated March 31, 2012 issued by the Registrar of Companies, National Capital Territory of Delhi and Haryana. Further, our Company shifted its Registered Office from the State of Delhi to Uttar Pradesh and a fresh Certificate of Incorporation dated February 19, 2021 was issued by Registrar of Companies, Kanpur. Subsequently, our Company was converted into public limited company under the provisions of Companies Act, 2013, pursuant to the approval of our Shareholders at the Extra-ordinary General Meeting held on August 02, 2024. Consequently, the name of our Company was changed to "Globtier Infotech Limited" and a fresh Certificate of Incorporation was issued to our Company by the Central Processing Centre on September 18, 2024. For further details of changes in name and the registered office of the Company, see "Our History and Certain Other Corporate Matters" on page 163 of the Prospectus.



(Please scan this QR code for redirecting to the website of the LM for viewing Offer Related Documents)

Registered office: B-67, 3rd Floor, Sector 67, Gautam Buddha Nagar, Noida, Uttar Pradesh, India, 201301

Contact Person: Vani Aggarwal, Company Secretary and Compliance Officer

Tel No.: +91 120 3129384; Email: ipo@globtierinfotech.com; Website: www.globtierinfotech.com Corporate Identification Number: U72900UP2012PLC142156

## OUR PROMOTERS: RAJIV SHUKLA, REKHA SHUKLA AND RAHUL SHUKLA

### THE OFFER

INITIAL PUBLIC OFFER OF UP TO 43,12,000\* EQUITY SHARES OF RS. 10/- EACH ("EQUITY SHARES") OF GLOBTIER INFOTECH LIMITED ("GLOBTIER" OR THE "COMPANY" OR THE "ISSUER") FOR CASH AT AN OFFER PRICE OF RS. 72/- PER EQUITY SHARE (THE "OFFER PRICE"), AGGRAGATING UP TO RS. 3,104.64/- LAKHS ("THE OFFER"), COMPRISING OF A FRESH ISSUE OF UP TO 38,11,200 EQUITY SHARES AGGRAGATING TO RS. 2,744.06/- LAKHS BY OUR COMPANY ("FRESH ISSUE") AND AN OFFER FOR SALE OF UP TO 5,00,800 EQUITY SHARES BY REKHA SHUKLA ("THE SELLING SHAREHOLDER") AGGRAGATING TO RS. 360.58/- LAKHS ("OFFER FOR SALE"). OUT OF THE OFFER UP TO 2,24,000 EQUITY SHARES OF RS. 10/- EACH, AT AN OFFER PRICE OF RS. 72/- PER EQUITY SHARE FOR CASH, AGGRAGATING TO RS. 161.28/- LAKHS WILL BE RESERVED FOR SUBSCRIPTION BY THE MARKET MAKER TO THE OFFER ("MARKET MAKER RESERVATION PORTION"). THE OFFER LESS THE MARKET MAKER RESERVATION PORTION I.E. OFFER OF 40,88,000 EQUITY SHARES OF FACE VALUE OF RS. 10/- EACH, AT AN OFFER PRICE OF RS. 72/- PER EQUITY SHARE FOR CASH, AGGRAGATING TO RS. 2,943.36/- LAKHS IS HEREINAFTER REFERRED TO AS THE "NET OFFER". THE OFFER AND THE NET OFFER WILL CONSTITUTE 28.52% AND 27.03%, RESPECTIVELY OF THE POST OFFER PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY. FOR FURTHER DETAILS, PLEASE REFER TO SECTION TITLED "TERMS OF THE OFFER" BEGINNING ON PAGE 286 OF THE PROSPECTUS.

\*Subject to finalisation of Basis of Allotment.

DETAILS OF THE SELLING SHAREHOLDERS					
Name of the Selling Shareholder	Type	No. of shares offered	Aggregate proceeds from offered shares	Weighted average cost of acquisition per equity share	
<b>Rekha Shukla</b>		<b>Promoter Selling Shareholder</b>	<b>Upto 5,00,800</b>	<b>Rs. 360.58/- Lakhs</b>	<b>0.05</b>

**OFFER PRICE: RS. 72/- PER EQUITY SHARE OF FACE VALUE OF RS. 10/- EACH**

**THE OFFER PRICE IS 7.2 TIMES OF THE FACE VALUE OF THE EQUITY SHARES**

**THE PRICE TO EARNING RATIO BASED ON DILUTED EPS FOR FISCAL 2024-2025 AT THE OFFER PRICE IS 14.81 TIMES.**

**APPLICATION CAN BE MADE FOR A MINIMUM OF 2 LOTS OF 1600 EQUITY SHARES AND IN MULTIPLES OF 1600 EQUITY SHARES THEREAFTER.**

### OFFER PROGRAM

**OFFER OPENS ON MONDAY, AUGUST 25, 2025**

**OFFER CLOSES ON THURSDAY, AUGUST 28, 2025**

### BRIEF DESCRIPTION OF THE BUSINESS OF THE ISSUER COMPANY

We are a Managed IT and SAP Support Service provider, empowering businesses with IT solutions. Our offerings cover a wide range of IT services tailored to the needs of businesses of all sizes, from Small and Medium-Sized Enterprises (SMEs) to larger organizations across various industries. We focus on delivering solutions that help our clients adapt to industry changes, improve processes, and achieve their growth objectives from IT services. For further details, please refer to section titled "Our Business" beginning on page 137 of the Prospectus.

"THE OFFER IS BEING MADE PURSUANT TO CHAPTER IX (INITIAL PUBLIC OFFER BY SMALL AND MEDIUM ENTERPRISES) OF THE SEBI ICDR REGULATIONS, 2018 AMENDED FROM TIME TO TIME (IPO OF THE SMALL AND MEDIUM ENTERPRISES) AND THE EQUITY SHARES ARE PROPOSED TO BE LISTED ON SME PLATFORM OF BSE LIMITED I.E. BSE SME"

THE EQUITY SHARES OF THE COMPANY WILL GET LISTED ON SME PLATFORM OF BSE LIMITED. BSE LIMITED SHALL BE THE DESIGNATED STOCK EXCHANGE.

### ALLOCATION OF THE OFFER

• Individual Investor: 50.10 % of the Net Offer	• Market Maker: 5.19% of the Offer Size
• Other than Individual Investor: 49.90 % of the Net Offer	

IN MAKING AN INVESTMENT DECISION, POTENTIAL INVESTORS MUST ONLY RELY ON THE INFORMATION INCLUDED IN THE PROSPECTUS AND THE TERMS OF THE OFFER, INCLUDING THE RISKS INVOLVED AND NOT RELY ON ANY OTHER EXTERNAL SOURCES OF INFORMATION ABOUT THE OFFER AVAILABLE IN ANY MANNER.

In accordance with the recommendation of the Board of our Company, pursuant to their resolution dated August 07, 2025 the above provided offer price is justified based on quantitative factors/ KPIs disclosed in the chapter titled "Basis for Offer Price" beginning on page 113 of the Prospectus vis-a-vis the weighted average cost of acquisition ("WACA") of primary and secondary transaction(s), as applicable, disclosed in chapter titled "Basis for Offer Price" beginning on page 113 of the Prospectus and provided below in the advertisement.

### RISKS TO INVESTORS

#### 1. Risk to investors: summary description of the key risk factors based on materiality:

The below mentioned risks constitute top 10 risk factors as per the Prospectus. (For further details on "Risk Factors" please refer page no. 34 of the Prospectus, you can scan the QR code given on the first page of the advertisement for Prospectus.)

- If we are unable to attract and retain qualified, experienced and other employees, it may negatively impact our business conditions including operations, and financial condition. Additionally, employee benefit expenses make up a significant portion of our overall costs, and any substantial increase in these expenses could adversely affect our business including financial performance and profitability.
- Our revenue from operations is primarily driven by System Integrators (SIs). Any challenges in maintaining relationships with these SIs or unfavorable market developments affecting SI driven IT services could have a adverse impact on our business, operational performance, cash flows, and overall financial health.
- We depend on certain key customers for our revenues. A decrease in the revenues we derive from them could materially and adversely affect our business, results of operations, cash flows and financial condition.
- We have experienced negative cash flows in the past and may continue to do so in the future and the same may adversely affect our cash flow requirements, which in turn may adversely affect our ability to operate our business and implement our growth plans, thereby affecting our financial condition.
- We are subject to several labour legislations and regulations governing welfare, benefits and training of our employees. Any increase in such costs could adversely affect our business, results of operations, cash flows and financial condition.
- There are instances of non-payment/ delayed payment or defaults in the payment of statutory dues by the Company.
- Our Company does not have sanction letters of certain secured and unsecured loans availed by our Company.
- Failure to offer customer support in a timely and effective manner may adversely affect our relationship with our customers.
- Our Company has not entered into any long-term contracts with our customers and we may not have any firm arrangements which govern the provision of services of our Company. In the event our customers choose not to source their requirements by engaging us, our business, profitability and results of operations may be adversely affected.
- Our failure to perform in accordance with the standards prescribed in Master Service Agreements, Statement of Work and other Agreements of our customers could result in loss of business or compensation.

#### 2. Details of suitable ratios of the company for the latest full financial year:

Name of the Company	Face value (Rs. per share)	Closing price (Rs. per share)	Revenue from Operations for FY 2025 (Rs. in Lakhs)	EPS for fiscal year 2025 (Rs.)		NAV (Rs. per share)	P/E Ratio**	RoNW (%)
				Basic	Diluted			
Globtier Infotech Limited*	10.00	72.00	9,438.96	4.86	4.86	17.94	14.81	31.55%
<b>Listed Peers:</b>								
Dev Information Technology Ltd	5.00	120.05	17,066.38	6.61	6.61	30.52	18.17	21.49%
Sattrix information security limited	10.00	193.50	4,463.17	6.27	6.27	53.72	30.86	11.08%

\*Financial information of the Company is derived from the Restated Consolidated Financial Statements for the Fiscal Year ended March 31, 2025.

\*\* Listed Peers closing market price as on July 01, 2025, on BSE Limited has been considered for calculation of P/E.

Source: All the financial information for listed industry peers mentioned above is on a Consolidated basis from the audited financial statements of a respective company for the year ended March 31, 2025, from the respective company website.

#### Notes:

- Considering the nature and size of the business of the Company, the peers may not be strictly comparable. However, the above Companies have been included for broad comparison.
- Basic EPS and Diluted EPS refer to the Basic EPS and Diluted EPS sourced from the financial statements of the respective company for the year ended March 31, 2025.
- P/E Ratio has been computed based on the closing market price of equity shares on Stock exchange (BSE Limited) as on July 01, 2025, divided by the Basic EPS provided above in the table.
- For listed peers, RONW is computed as profit after tax for the year ended March 31, 2025, divided by Shareholder's equity.
- Shareholder's Equity has been computed as sum of paid-up share capital and reserve & surplus as on March 31, 2025.
- Net Asset Value per share ("NAV") (in Rs.) is computed as the closing net worth divided by the equity shares outstanding as on March 31, 2025. For detailed information please refer chapter titled "Basis for Offer Price" on page 113 of the Prospectus.

#### 3. Weighted average return on net worth for the last 3 FYS

As per the Restated Consolidated Financial Statements:

S. No.	Period	RoNW (%)	Weights
1.	March 31, 2025	31.55%	3
2.	March 31, 2024	29.44%	2
3.	March 31, 2023	36.62%	1
	<b>Weighted Average RoNW (%)</b>	<b>31.69%</b>	

#### Notes:

- Return on Net Worth (%) = Net Profit/(Loss) after tax before other comprehensive income (as restated) divided by net worth (excluding revaluation reserve) as restated at the end of the year. Net worth has been computed as a sum of paid-up share capital and reserve & surplus excluding capital reserve on amalgamation.
- Weighted average number of Equity Shares is the number of Equity Shares outstanding at the beginning of the year adjusted by the number of Equity Shares issued during the year multiplied by the time weighting factor. The time weighting factor is the number of days for which the specific shares are outstanding as a proportion of total number of days during the year.
- The Weighted Average Return on Net Worth = Aggregate of year-wise weighed average RoNW divided by the aggregate of weights i.e. [(RoNW x Weight) / Total of weights].
- Disclosures as per clause (9)(K)(4) of Part A to Schedule VI, as applicable.**
- The price per share of our Company based on the primary/ new issue of shares (equity/ convertible securities)

There has been no issuance of Equity Shares during the 18 months preceding the date of the Prospectus, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of the Company (calculated based on the pre-offer capital before such transaction(s) and excluding employee stock options granted but not vested and issuance of bonus shares), in a single transaction or multiple transactions combined together over a span of 30 days.

- The price per share of our Company based on the secondary sale / acquisition of shares (equity shares)

There have been no secondary sale/ acquisitions of Equity Shares, where the promoters, members of the promoter group, the selling shareholder or shareholder(s) having the right to nominate director(s) in the board of directors of the Company are a party to the transaction (excluding gift of shares), during the 18 months preceding the date of the Prospectus, where either acquisition or sale is equal to or more than 5% of the fully diluted paid up share capital of the Company (calculated based on the pre-offer capital before such transaction(s) and excluding employee stock options granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days.

- Since there are no such transactions to report to under (a) and (b) therefore, information based on last 5 primary or secondary transactions (secondary transactions where the promoters, promoter group entities, selling shareholder or shareholder(s) having the right to nominate director(s) in the Board of our Company, are a party to the transaction), not older than 3 years prior to the date of the Prospectus, irrespective of the size of transactions, is as below:

**Primary Transaction** (Amount in Rs.)

Date of Allotment	No. of Equity Shares Issued	Face Value per share	Offer Price per share	Nature of Issue	Nature of Consideration	Total Consideration
November 20, 2024	75,40,000	10.00	Nil	Bonus Issue	Other than Cash	Nil

Sequence of Activities	Listing within T+3 days (T is Offer Closing Date i.e. Thursday, August 28, 2025)
Application Submission by Investors</td	

